



Leesburg HUBZone Program

What is a HUBZone?

Historically Underutilized Business Zone (HUBZone) Empowerment Contracting Program enacted as part of the Small Business Reauthorization Act of 1997 and is administered by the US Small Business Administration.

It is designed to encourage economic development in areas of low median household income or high unemployment rate, or both.

How Does a County, City or Town Qualify as A HUBZone

- Counties, Towns or Cities can qualify as a HUBZone in several ways:
- The first is as a Qualified Non-Metropolitan County, defined as “any county that is not located in a metropolitan area and that meets any of the following criteria:”
 - A poverty rate of at least 25 percent; or, 50 percent or more of its households must have incomes below 60 percent of the area median household income.
- Certain areas of Counties, Towns and Cities can qualify as a HUBZone is by meeting the criteria for a “Qualified Census Tract”. Under this definition, a census tract may be located in a non-metropolitan county or a metropolitan area, and meet the poverty rate or median household income criteria.

How do Businesses qualify for HUBZone Certification?

- Must be a small business by SBA standards.
- Must be owned and controlled at least 51% by U.S. citizens, or a Community Development Corporation, or an agricultural cooperative or an Indian tribe.
- Businesses' principal office must be located within a HUBZone.

A principal office is the location where the greatest number of employees at any one location are performing work, with the exception of the construction and service industries.

- At least 35% of employees must reside in a HUBZone

What are the benefits of HUBZone certification

- Competitive advantage on winning federal contracts.
- 10% price evaluation preference in full and open contract competitions, as well as subcontracting opportunities.

* Note: the Federal Government has a goal of awarding 3% of all dollars for federal prime contracts to HUBZone-certified small business concerns.

Business Opportunities

IT

Computer Software and Hardware

Construction

Services

Call Centers

Cleaning Services

Consulting

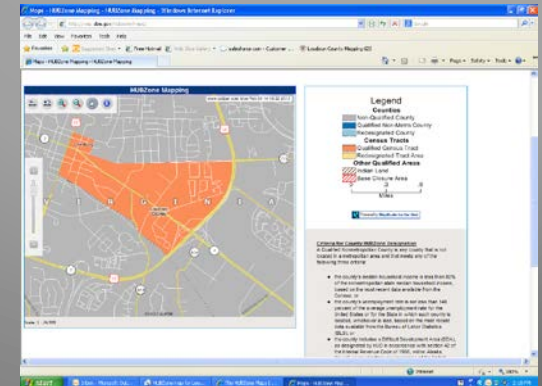
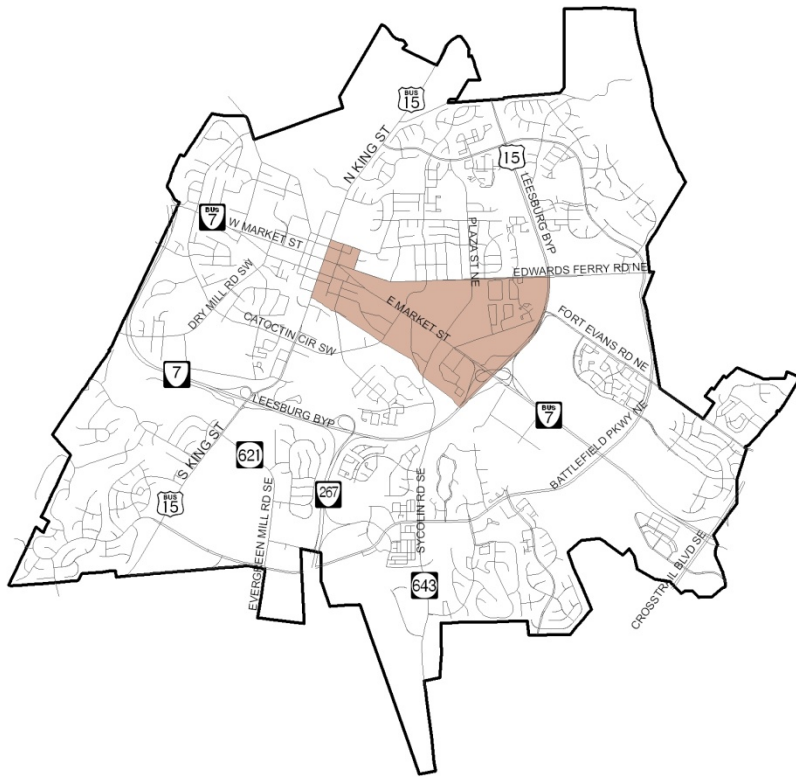
Data Entry

Any Business that contracts with
the U.S. Government!

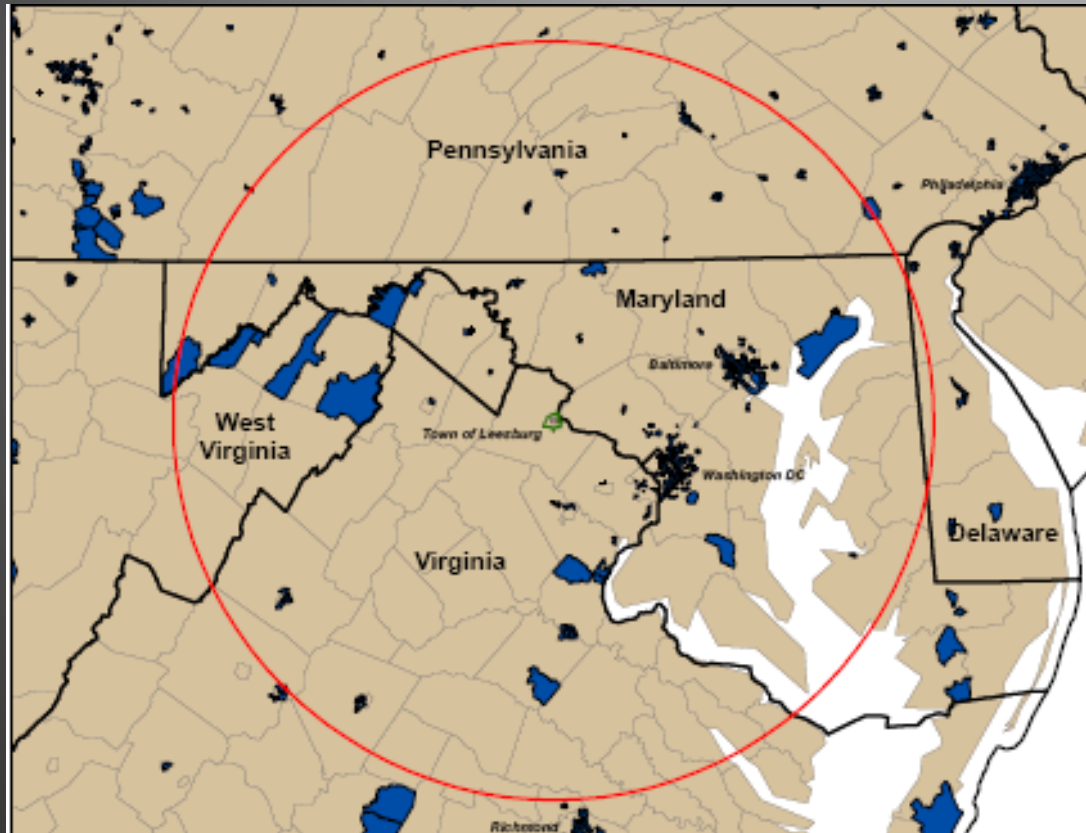
What Government Agencies Buy from HUBZones?

Federal Agency:	\$ From HUBZones (Millions)
Department of Defense	\$4,150
Homeland Security	\$483
USDA	\$210
Transportation	\$162
Interior	\$156
NASA	\$147
HHS	\$126
State	\$92
Labor	\$62
SSA	\$22

Leesburg HUBZone



Closest HUBZones to Leesburg



Resources

United States Small Business Administration– www.sba.gov
409 3rd St, SW
Washington DC 20416
Phone: 800-827-5722

Town of Leesburg Economic Development
www.leesburgva.gov/business
202 Church Street SE, Suite 400
Leesburg, VA 20175
Phone: 703-737-7019

Loudoun County Small Business Development Center
www.loudounSBDC.org
202 Church Street SE, Suite 100
Leesburg, VA 20175
Phone: 703-430-7222

Loudoun Workforce Resource Center– www.loudoun.gov/wrc
102 Heritage Way NE
Leesburg, VA 20176
Phone: 703-777-0150

Mason Enterprise Center– www.mec-leesburg.org
202 Church Street SE, Suite 100
Leesburg, VA 20175
Phone: 703-466-0461

Marketing and Outreach

HUBZone Business Partners Meetings

- Monthly meetings providing HUBZone businesses with resources for certification, business development, finding employees, other related issues.

HUBZone Job Fairs

- June 4, 2013
 - 18 Companies
 - 53 Job seekers
- November 19, 2013
 - 22 Companies
 - 81 Job Seekers

Marketing and Outreach

Loudoun Small Business Development Center

- Monthly Federal Contractors Meetings
 - Speakers
 - Networking
- Counseling Sessions– HUBZone and Federal Contracting 101 and advance training.

Leesburg HUBZone

Economic Impact:

- 28 New Companies in 18 Months!
- 36 Total Companies involved in HUBZone Program
- 141 New Jobs
- 14 Companies are HUBZone Certified
- Mason Enterprise Center 100% occupied!

Questions about the Leesburg HUBZone?

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